

dōTERRA™ Compensation Plan

Personal Volume Bonus

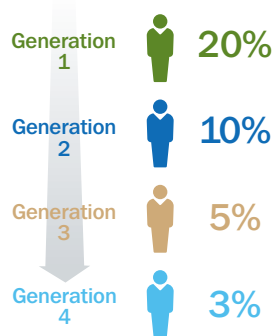
Retail Profit	25%
Preferred Customer Discount	17%

Founder's Club

First 25 Consultants to achieve 3 personally enrolled legs with \$5,000 group volume for three consecutive months share 1% of entire commissionable volume of DōTerra.

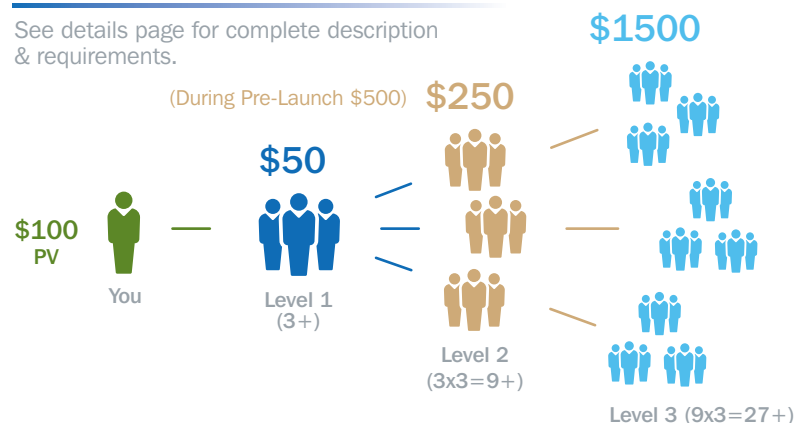
Fast Start Bonus

Paid on New Enrollee volume for first 30 days.



Power of 3™ Team Bonus

See details page for complete description & requirements.



Unilevel Organizational Bonus (paid monthly on compressed organizational volume)

Paid as Title	Consultant	Director I	Director II	Executive I	Executive II	Executive III	Elite Executive I	Elite Executive II	Elite Executive III	Premier Executive I	Premier Executive II	Premier Executive III
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100
Monthly OV	350	500	1,000	2,000	3,000	5,000	*	*	*	*	*	*
Monthly QV7	*	*	*	*	*	*	5,000	10,000	15,000	20,000	20,000	20,000
Qualified Legs	*	*	*	*	*	*	3	3	3	3	4	5
Execs Per Leg	*	*	*	*	*	*	Exec II	Exec III	Elite I	Elite II	Elite I	Elite II
Level 1	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Level 2		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Level 3			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 4				5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 5					6%	6%	6%	6%	6%	6%	6%	6%
Level 6						6%	6%	6%	6%	6%	6%	6%
Level 7							7%	7%	7%	7%	7%	7%

Dynamic Compression –

2% Infinity Performance Pools (paid monthly on total company volume)

Elite Executive Performance Pool

Premiere Executive Performance pool

Rank performance shares	1	2	3	1	2	3
Earn additional shares for each personally enrolled Exec II (must be first-time qualifiers, unlimited shares)	1+	1+	1+	1+	1+	1+
	1%			1%		

3% Leadership Pools (paid quarterly on total company volume)

Premiere I Pool

Premiere II Pool

Premiere III Pool

Rank performance shares	1	1	1
Earn additional shares for each personally enrolled Exec II (must be first-time qualifiers, unlimited shares)	1+	1+	1+
	1%	1%	1%

See company policies for details.